



Day One			
7:45a - 8:15a	Registration		
8:15a - 8:30a	Welcome Remarks		
	Track 1	Track 2	Track 3
8:35a - 9:45a	SBIR 101 - Greenwoods Presentaion	Panel Discussion format: Accounting System: Learn how other Indiana Awardees nativage the SBIR Accounting process	
9:45a - 9:55a	Break		
9:55a - 11:10a	Cost Proposal (Common Mistakes)- Greenwoods	Understanding TRLs - Presentation on the TRLs, how the are measured and wha they mean - <u>Crane Technology Office</u>	
11:10a - 11:30a	Break		
11:30a - 12:50p	Lunch		
1:00p - 2:10p	Phase II - Greenwoods	SBIR IP Data Rights - Matt Schantz, Bingham and McHale Law Firm	One-on Ones with PMs
2:10p - 2:20p	Break		
2:20p - 4:00p	Commercialization Strategies - Greenwoods	Phase I Proposals - Common mistakes and how to avoid them. Parmelee Consulting. Kris	One-on Ones with PMs

Evening Networking event.....with PMS, Greenwoods and attendees.

Day Two			
7:45a - 8:15a	Registration		
8:15a - 8:30a	Welcome Remarks		
	Track 1	Track 2	Track 3
8:35a - 9:45a	PM Panel 1 : 3 agency reps on each panel. 20 minutes each to discuss their programs and what tech they are looking for.	Navigating Grants.gov - How to get through the dreaded grants.gov process. Parmelee Consulting. Kris	One-on-Ones with Greenwoods
9:45a - 9:55a	Break		
9:55a - 11:10a	REPEAT of PM Panel 1 : 3 agency reps on each panel. 20 minutes each to discuss their programs and what tech they are looking for.	PM Panel 2 : 3 remaining agency reps on panel. 20 minutes each to discuss their programs and what tech they are looking for.	One-on-Ones with Greenwoods
11:10a - 11:30a	Break		
11:30a - 12:50p	Lunch		
1:00p - 2:10p	REPEAT of PM Panel 2 : 3 remaining agency reps on panel. 20 minutes each to discuss their programs and what tech they are looking for.	Indiana's SBIR/STTR Assistance Program - Brooke	One-on Ones with PMs
2:10p - 2:20p	Break		
2:20p - 4:00p	Reviewer Panel: Group of federal reviewers sharing, what they look for in a succussful proposal, how reviewers are chosen, common mistakes they see, etc.	TBD	One-on Ones with PMs